

Message Text

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COMMERCE FOR BEWT/TDAD (STECHSCHULTE)

E.O. 11652: N/A

TAGS: BEXP, EIND, ENRG, CZ, UR

SUBJECT: MAJOR TRADE OPPORTUNITY -- PREHEATING PROCESS FOR
PRODUCTION OF COKING COAL

REF: PRAGUE 0185

1. EMBASSY LEARNED FROM ING. MALIK JANUARY 29 THAT HIGH-LEVEL CZECH OFFICIALS ARE MAKING PLANS TO COME TO U.S. TO VISIT COALTEK INSTALLATION AT INLAND STEEL. ACCORDING TO MALIK, AMONG GROUP OF OFFICIALS AND TECHNICIANS IN PRAGUE BEFORE WHOM MR. MARTING OF ALLIED CHEMICALS SPOKE ON JANUARY 21, WAS MANAGING DIRECTOR OF HUTNI PROJEKT (KEY PLANNING AGENCY FOR ALL PROJECTS RELATED TO METALLURGICAL INDUSTRY), ING. JAROSLAV LIMBERG, WHO CHOSE, FOR UNEXPLAINED REASONS, NOT TO IDENTIFY HIMSELF TO MARTING. WE ARE TOLD LIMBERG'S PRESENCE AT MEETING, HOWEVER, SHOULD BE TAKEN AS HIGHLY

SIGNIFICANT FOR ALLIED CHEMICAL'S CHANCES FOR SUCCESS, AND IN FACT IT IS LIMBERG WHO IS EXPECTED TO LEAD DELEGATION OF 2-3 KEY TECHNICIANS TO INSPECT COALTEK INSTALLATION IN U.S. IN NEAR FUTURE. WE UNDERSTAND THAT PLANS FOR TRIP ARE NOW AWAITING APPROVAL AT DEPUTY MINISTRY LEVEL IN FEDERAL MINISTRY OF METALLURGY AND HEAVY ENGINEERING (FMMHE).

2. ACCORDING TO OUR INFORMATION, ALTHOUGH ALLIED CHEMICAL'S
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COALTEK PROCESS IF FRONT-RUNNER AMONG THREE SYSTEMS

PRESENTLY UNDER CONSIDERATION, THE IMPORTANT KUNCICE STEEL-
WORKS IN OSTRAVA (NHKG -- WHICH PRODUCES 2-3 MILLION TONS
OF CURDE STEEL ANUALLY -- REMAINS IN FAVOR OF ADOPTING U.S.
SIMON-CARVES PROCESS. ONE PLOY BEING CONSIDERED BY ING.
LIMBERG, WHO WAS IMPRESSED WITH MARTING'S PRESENTATION ON
COALTEK PROCESS -- TO BRING NHKG PEOPLE AROUND TO GROWING
PREFERENCE AMONG METALLURGICAL PLANNERS HERE FOR U.S./FRENCH
SYSTEM -- IS TO INCLUDE TOP OFFICIAL FROM NHKG WORKS ON
DELEGATION. THUS, IF VISIT IS APPROVED DELEGATION WILL IN ALL
LIKLIHOOD INCLUDE NHKG TECHNICAL DIRECTOR WHOSE NAME
WE UNDERSTAND IS ING. KARTOSEK.

3. ING. MALIK REITERATED NEED FOR EARLY SUBMISSION BY
MARTING OF COST ESTIMATES MENTIONED PARA ONE REFTE FOR
USE IN COMPARING COMPETING SYSTEMS IN PRESENT DEBATE
WITHIN FMMHE. FACT THAT SOVIETS ARE INTEGJSTED ENOUGH
IN COALTEK PROCESS TO SEND GROUP TO U.S. HAS HEARTENED
CZECH OFFICIALS AND RAISED THEIR HOPES THAT DEAL MAY FLY
POLITICALLY HERE. ACCORDING TO MALIK, CZECHS DO NOT PLAN
TO COORDINATE THEIR VISIT TO U.S. WITH SOVIET GROUP, INTENDING
TO TRAVEL SOMEWHAT LATER.

4. ACTION REQUESTED: REQUEST COMMERCE CONTACT
MARTING IMMEDIATELY AND FILL HIM IN ON LATEST DEVELOPMENTS.
IF HE HAS NOT DONE SO ALREADY, MARTING SHOULD BE URGED TO
SUBMIT PROMISED COST DATA TO ING. MALIK ASAP.
PERRY

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